

Message Text

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PAGE 01 NEW DE 12385 150314Z
ACTION NEA-10

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P 150210Z AUG 78
FM AMEMBASSY NEW DELHI
TO USDOC WASHDC PRIORITY
SECSTATE WASHDC 3392
AMCONSUL BOMBAY
AMCONSUL CALCUTTA
AMCONSUL MADRAS

LIMITED OFFICIAL USE NEW DELHI 12385

E.O. 11652: N/A
TAGS: BEXP, IN
SUBJECT: INDIAN IMPORT LICENSE POLICY FOR FISHING VESSELS

REF: (A) USDOC 3647; (B) NEW DELHI 3348 (C) USDOC 04473;
(D) NEW DELHI 3808

1. SEVERAL MONTHS AGO, GOI MINISTRY OF AGRICULTURE, WHICH HAS
RESPONSIBILITY FOR DEVELOPMENT OF FISHING INDUSTRY, CLEARED
APPLICATIONS FROM 64 SMALL INDIAN COMPANIES FOR IMPORTING 113
FISHING TRAWLERS FROM FOLLOWING SIX FOREIGN FISHING VESSEL
BUILDERS:

AUSTRALIAN SHIPYARD INDUSTRIES (W.A.) PVT. LTD
781 COCKBURN ROAD
SOUTH COOGEE
WESTERN AUSTRALIA 6160

YOKOCHAMA YACHT CO. LTD.
10 ONOMACHI
TSURUNI-KU-YOKOHAMA
JAPAN
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CEBOSME GROUP EXPORTS
DEVORDERING POORTWEG 2-4
POST BOX 284
DELFT, HOLLAND

QUALITY MARINE, INC.

ROUTE #1
BOX 400
THEODORE, ALA. 36582

KLEIN-N-PAINT SHIPPING & ENGG. (PTE) LTD
32ND FLOOR, SUITE 3208
INTERNATIONAL PLAZA
ANSON ROAD SINGAPORE

SAMSUNG COMPANY LTD.
C.P. O. BOX 1144
SEOUL, KOREA

2. THE ABOVE LISTED SUPPLIERS WERE SELECTED ON BASIS OF THEIR
PRODUCT SPECIFICATIONS AND PRICE. OFFERS TO INDIAN COMPANIES FOR
QUALITY - MARINE VESSELS WERE MADE BY ITS AGENT FOR INDIA
CONARD BIRKHOFF, A GERMAN NATIONAL.

3. THE 64 INDIAN FIRMS HAD SUBMITTED APPLICATIONS TO GOI IN
RESPONSE TO ITS ANNOUNCEMENT THAT IT WOULD ADVANCE CONCESSIONAL
CREDITS EQUIVALENT TO 90 PERCENT OF THE COST OF IMPORTED
FISHING VESSELS FROM SHIPPING DEVELOPMENT FUND (SDF). SUBSEQUENT
TO MINISTRY OF AGRICULTURE HAVING CLEARED THE 64 APPLICATIONS
FOR IMPORTATION OF THE 113 TRAWLERS, GO.I. MINISTRY OF
SHIPPING, WHICH, CONTROLS SDF, REFUSED TO ADVANCE LOANS
BECAUSE NONE OF 64 SMALL BUSINESS-FIRMS WERE ABLE TO OFFER
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SATISFACTORY GUARANTEES FOR REPAYMENT OF LOANS. WHEN
MINISTRY OF AGRICULTURE FAILED TO CONVINCE MINISTRY OF SHIPPING
TO ADVANCE THESE LOANS, QUESTION WAS REFERRED TO INDIAN CABINET.
ABOUT A MONTH AGO GOI CABINET DECIDED THAT SDF LOANS WOULD ONLY BE
AVAILABLE FOR FISHING VESSELS DURING IFY 1978-79 AND ONLY WITH
SUITABLE BANK GUARANTEES AND THAT SUBSEQUENTLY MINISTRY OF
AGRICULTURE WOULD HAVE TO FIND OTHER FINANCING.

4. NO IMPORT LICENSES HAVE SO FAR BEEN ISSUED TO ANY ONE OF THE
64 APPLICANTS MENTIONED ABOVE AND THERE NOW APPEAR TO BE NO
IMPORT PROSPECTS SINCE WOULD-BE IMPORTERS ARE UNABLE TO OFFER
NECESSARY BANK GUARANTEES. IN MEANTIME, A STRONG DOMESTIC SHIP
BUILDERS LOBBY HAS MADE REPRESENTATIONS TO THE GOI AGAINST IMPORTS.

5. REFTEL (B) REPORTED DSS INDUSTRIES INTEREST IN REPRESENTING
BENDER SHIPBUILDING COMPANY, MOBILE, ALA. USDOC ASCERTAINED
BENDER'S INTEREST IN INDIAN MARKET AND REPLIED VIA REFTEL(C)
INDICATING THAT BENDER WAS RELUCTANT TO SUBMIT LONG-TERM PRICE
QUOTATIONS BECAUSE OF STEEL PRICE INCREASES. KHANNA OF DSSI INFORMS
US THAT HE HAS NEVER RECEIVED ANY DIRECT RESPONSE FROM BENDER.

6. J.K. ORGANIZATION (JKO), WHOSE INTEREST IN A CONTRACT FOR

EXPERTISE AND MANAGEMENT IN SHRIMP TRAWLING WAS REPORTED IN
REFTEL (D), INFORMS US IT HAS FAILED TO GET ANY RESPONSE FROM
U.S. SHIP BUILDERS. JKO HAS, HOWEVER, DECIDED TO CHARTER A
45 METER TRAWLER FROM SPANISH FIRM, CIESIA (COMPANIA INTERNATIONAL
DE EXPORCATION E IMPORCATION SA), MADRID, SUBJECT TO APPROVAL BY
G.O.I. FOR SHORT TERM AT LEAST, THEREFORE, JKO'S TRAWLER
REQUIREMENTS APPEAR TO HAVE BEEN SATISFIED.

7. IN VIEW OF IMPASSE OVER QUESTION OF PROVIDING CONCESSIONAL
FINANCING FOR PURCHASE OF FISHING TRAWLERS, WHICH DOES NOT APPEAR
LIKELY TO BE RESOLVED FOR A CONSIDERABLE TIME TO COME, LICENSES
ARE UNLIKELY
TO BE GRANTED FOR IMPORT OF ANY OF THE 113 TRAWLERS AND EXPORT
OPPORTUNITIES FOR U.S. SHIPBUILDERS IN THIS AREA CONSEQUENTLY
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APPEAR SLIGHT. WE WILL KEEP THE DEPARTMENT ADVISED OF ANY FURTHER
DEVELOPMENTS.
GOHEEN

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